

Message Text

UNCLASSIFIED

PAGE 01 AMMAN 02173 161554Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 AGRE-00 EB-08 XMB-04 /035 W
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FM AMEMBASSY AMMAN
TO SECSTATE WASHDC 1304
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AMEMBASSY ATHENS
AMEMBASSY DAMASCUS

UNCLAS AMMAN 2173

DEPARTMENT PASS FOREIGN AGRICULTURAL SERVICE AND EXPORT-IMPORT
BANK
USDOC FOR CAGNE
ATHENS FOR RTDO

DA MASCUS PASS TO AGRICULTURAL ATTACHE

E.O. 11652: N/A
TAGS: BEXP, XMB, BTRA
SUBJECT: VISIT OF PROMINENT JORDANIAN BUSINESSMAN TO UNITED STATES

REF: (A) AMMAN 501, (B) AMMAN A-11

1. REF A) ADVISED OF PLANNED VISIT OF JACK KHAYYAT,
"POULTRY KING" OF JORDAN TO US IN MID-FEBRUARY.
KHAYYAT'S TRAVEL WAS POSTPONED, AND HE NOW INTENDS TO
ARRIVE IN US ON APRIL 20, PRIVATE BUSINESS CONTACTS
RELATING TO KHAYYAT'S VARIOUS INTERESTS HAVE ALREADY
BEEN ARRANGED.

2. KHAYYAT WOULD LIKE TO DISCUSS WITH EXIM POSSIBILITIES
FOR FINANCE OF HIS PROPOSED PURCHASE OF
\$500,000-\$1,000,000 IN VARIETY OF FARM EQUIPMENT
AND WITH FAS POSSIBLE CCC CREDIT FOR PURCHASE OF
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\$7-8 MILLION IN CORN AND SOYBEAN MEAL. FOLLOWING
CONTACTS HAVE BEEN SUGGESTED TO KHAYYAT: AT EXIM
LOAN OFFICER MS. ANN MARIE EMMET (202-382-1007) AND AT
OFFICE OF GENERAL SALES MANAGER OF FAS, ASSISTANT SALES
MANAGER OF COMMERCIAL EXPORT PROGRAMS, MR. GEORGE S.
SHANKLIN (202-447-4274). MR. KHAYYAT WILL TELEPHONE
THESE INDIVIDUALS ON FRIDAY, APRIL 22 FROM NEW YORK

TO ARRANGE APPROPRIATE APPOINTMENTS IN WASHINGTON FOR
APRIL 25, AND IF NEEDED, APRIL 26.

3. MR. KHAYYAT IS ONE OF JORDAN'S LEADING BUSINESSMEN.
HE HAS A NATURAL BIAS TOWARDS US PRODUCTS. HE SPEAKS
EXCELLENT ENGLISH. THOUGH FAIRLY FREQUENT
VISITOR TO US, THIS WILL BE HIS FIRST VISIT TO
WASHINGTON. COURTESIES AND ASSISTANCE RENDERED ON
HIS FIRST VISIT TO WASHINGTON CAN BE EXPECTED NOT ONLY
TO INFLUENCE HIS FUTURE CONSIDERATIONS OF US PROCUREMENT
BUT ALSO THOSE OF OTHER IMPORTANT JORDANIAN BUSINESS-
MEN, COMMUNITY IN WHICH KHAYYAT IS VERY WELL KNOWN
AND HIGHLY REGARDED.

4. THERE IS CURRENT WTDR ON FILE FOR KHAYYAT'S COMPANY,
AAB FEED MANUFACTURING COMPANY, LTD.

5. FYI- KHAYYAT HAS REMARKED TO EMBASSY THAT THIS IS
FIRST OCCASION HE HAS SOUGHT FINANCING FROM ABROAD.
COMMERCIAL BANK CREDIT IN JORDAN IS VERY TIGHT AT
THIS TIME DUE TO DEVELOPMENTS DESCRIBED IN REF B). END FYI.
PICKERING

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Message Attributes

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